One Word Costs 3 Million Dollars

word. Used in telegrams alone it costs the United States \$3,000,000 yearly 1000 000,000 yearly — says Arthur OLD TRADE POWE who never wastes a word, says that "please" is cheap at the price. "Please is to business what oil is to the automobile' is the way the great painter with words puts it. "Please" courtesy, without represents which no business can run smoothly, without which there no service-for courtesy is the foundation of Service.

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OFFERING LOW PRICES

Dyestuffs and Toys Again Loom on Markets Long Closed to Teutons.

OVER WORLD

Salesmen by Thousands Compete With Those of Allies-Russia a Big Field.

"Germany is still a perfect industrial customs supervision will be invested in a machine, running at low speed, it is true, but undamaged as yet in its vital parts, and would respond readily to Germany would immediately be or-

machine, running at low speed, it is true, but undamaged as yet in its vital parts, and would respond readily to any stimulus."

P. Harvey Middleton, assistant manager of the international trade department of the Guaranty Trust Company, quoted yesterday that remark by a British officer as summing up accurately the present industrial and commercial situation of Germany.

"Undoubtedly," Mr. Middleton said, "the Germans are making a determined effort to mend the rents that have been torn by American and British manufacturers in the foreign trade net of the former German Empire. That they have made a good beginning is evident from the fact that German exports for the first five months of 1920 amounted to 23,688,000,000 marks, as compared with 10,057,000,000 marks, as compared with 10,057,000,000 marks, for the entire year of 1919. It must be remembered, however, that these figures include goods delivered to the Allies under the treaty of peace, and also that from the signing of the armistice in November, 1918, until March, 1920, an enormous volume of goods was smuggled out of Germany through the occupied territory, the so-called hole in the West."

Salesmen in the Field.

Salesmen in the Field.

"Thousands of German salesmen are reported to be at work not only in the former neutral countries but in all the European and Asiatic countries with European and Asiatic countries with which they were at war, offering low prices and long credits, and promising quicker deliveries than their competi-tors. Buyers from many of the larger nations are now in Germany placing substantial orders for motor trucks, dye stuffs, toys, iron and steel products, planos, glassware, knit goods, sewing machines, electrical goods, sewing

planes, glassware, knit goods, sewing machines, electrical goods and hundreds of other items."

Mr. Middleton states that recently one German firm sold thirty different kinds of toys in England, three of them at prices considerably below the English products. It is estimated that sales of German toys in England in 1920 amounted to \$9,000,000. The toy trade in Germany is a highly specialized industry, with many points in Germany's favor. Other German goods arriving in England in large quantities, Mr. Middleton's investigations show, are clocks, chiefly of the metal alarm and china varieties, and fancy goods composed of metal and glass ornaments, German nets, silk embroidered.

ets, silk embroidered.

Other facts of interest regarding the

Other facts of interest regarding the German drive to capture trade domination as obtained by the Guaranty Trust Company expert are as follows:

"Recent cargoes from Hamburg contained aluminum casseroles, dishes, saucepans, frying pans, kettles, glassware, paper, cotton gloves, sewing machines, thermometers, machinery, weighing appliances, furniture, toys, silk hoslery, motor cars, chlorides, asphalt, mouldings, brassware and meat carving hosiery, motor cars, chlorides, asphalt, mouldings, brassware and meat carving machines. Some of these goods are evidently from German pre-war stocks that could not be disposed of during

MAY BRING GIRL'S BODY TO U.S.

Panis, Jan. 30.—Permission has been received to transport to the United States the body of Miss Barnaby Henton of Versailles, Ky., who died as a result of a fall from a balcony. No instructions, however, have yet been received from the girl's father.

Police Commissioner Aubrais, who investigated the circumstances connected with the death of the young woman, said the indications pointed to an accident.

GERMANY ALREADY ALLIES TO BLOCK ANY PACT BETWEEN U.S. AND GERMANY

will give to the Reparation Commission every facility for verifying the amount of the German exports and for the es-tablishment of the supervision necessary

facilishment of the supervision necessary for this purpose.

"Article 2—The German Government will transmit forthwith to the Repar-ation Commission notes to bearer pay-able at the dates specified in article 1, paragraph 1, of the present arrangement.

creditor countries, M. Loucheur's proposal that disbursements be made every six months has been tentatively accepted by the British and Belgian delegates. Thus half of the first annuity will be due at the end of next November, and to avoid complications supplemental annuities based on exportation, will commence two months after that.

At present, the French point out, they will get much saeisfaction from the export tax. According to figures for the

will get much saeisfaction from the export tax. According to figures for the total of Germany's exports for 1920, the Allies would be entitled to less than 500,000,000 marks gold, although with careful supervision it is believed the Allies's annual supplemental income would exceed fourfold this sum.

Another difficulty arises in the decision to insist that Germany pay at least 50 per cent of the payments for the first two years in specie, and the remainder in labor and material for the devastated regions, and to increase coal

devastated regions, and to increase coal production. These proportions would be reduced during the succeeding forty years to 25 per cent. in kind and 75 per

ent. in currency.
The role of the Allied Control Com-The role of the Allied Control Com-mission in all this work will be enormous. It will have the right to place observers at every frontier rail-road station or highway, every port, every aerodrome, to prevent smuggling. It will require a veritable army of ac-countants to verify the German book-keeping, although the chief authority in customs supervision will be invested in a

of the Beigian Parliament, which would give France, provided always that the German exports to the United States and Russia immediately reach the tremendous maximum that has been fixed, about 4,000,000,000 marks gold within the next two years, or 14,000,000,000 paper francs, wherewith to cover the budget deficit of 18,000,000,000.

SUPREME COUNCIL'S TERMS FOR GERMANY

Hopes Berlin Will Not Fail to Meet Her Obligations.

night by which the reparations and dis-German delegation in Paris, with a letter of transmittal marked "Confidential." and disarmament, totals 2,500 words. The letter of transmittal, which is

"Sir—The allied conference, which met in Paris from the 24th to the 29th of January, 1921, has taken the following decisions: dated January 29, reads:

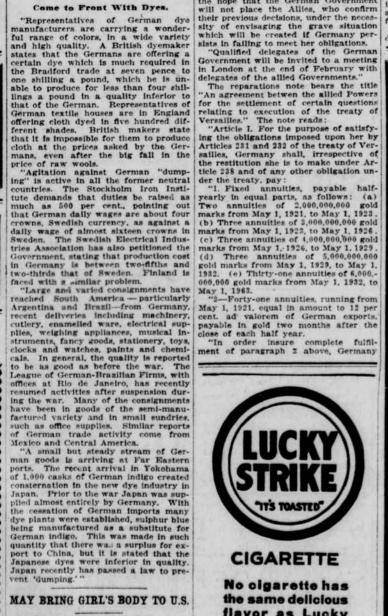
"2. As regards the question of repara-tions the allied Governments have unan-imously approved the proposals formu-lated in that document, also attached

are, paper, cotton gloves, sewing manines, thermometers, machinery, weighis appliances, furniture, toys, silk
solicity, motor cars, chlorides, asphalt,
solidings, brassware and meat carving
achines. Some of these goods are
vidently from German pre-war stocks
hat could not be disposed of during
sostilities.

Come to Front With Dyes.

"Representatives of German dye
manufacturers are carrying a wonderbut range of colors, in a wide variety

The allied Governments have on forment cocasions and again to-day, in consenting to fresh delays in the matter of
disarrament, had due regard to the disarrament, had due regard to the disarrament, that our corrections which have resulted from the
treaty of Versailles. They have formed
the hope that the German Government
will not place the Allies, who confirm
the previous decisions, under the necessity of envisaging the grave situation
which will be created if Germany perliteration of the service of the obligations.



No cigarette has the same delicious flavor as Lucky Strike. Because Lucky Strike is the toasted cigarette.

HOUSE IS WRECKED TO AVENGE AMBUSH

Mother of Pearse, Executed 'President' of Ireland.

Encounters-One Killing

Forbids Hunting in Cork,

paragraph I, of the present arrangement. The amount of these notes shall be equivalent to each of the half yearly sums payable under said paragraph.

"Instructions shall be given to the Reparation Commission with a view to facilitating realization by the Powers which so demand, the share to be attributed to them in accordance with the agreements in force between them.

"Article 3—Germany shall be at liberty at any time to make payments in advance on account of the fixed portion of the sum owing.

"Advance payments shall be applied in the reduction of the fixed annuities provided for in the first paragraph of article 1. For this purpose annuities article 1. For this purpose annuities shall be discounted at the rate of \$ per cent, until May 1, 1923; 6 per cent, from May 1, 1925; 5 per cent. from May 1, 1925. "Article 4—Germany shall not directly embark on any credit operation outside her own territory without the approval of the Reparation Commission. This provision applies to the Government of the German Empire, to the Governments of German States to the German provincial and municipal authorities and to any companies or undertakings under control of said Governments or authorities.

The commander gives as his reason that it is possible these can be any companies or undertakings under control of said Governments or authorities. The proceeds of the general provisions of the present arrangement. The proceeds of the present arrangement of the German marking and the control of said Governments or authorities. The proceeds of the present arrangement. The proceeds of the present arrangement is an all and customs including in particular and all of the general present arrangement. The proceeds of the German marking the proceeds of the general present arrangement. The proceeds of the German marking the proceeds of the general present arrangement. The modification which might diminish the proceeds of the customs shall be made in the German customs laws or regulations without approval of the Reparation. The military wrecked the house with like approval of the Reparation commission. All German customs handled by the German deventment of the Dealt Elrean and the reputer of the German deventment with the approval of the Reparation. The military wrecked the house with like approval of the Reparation of the German deventment of the Dealt Elrean and the reputer of the Dealt Elrean and the aghan, when his comrades were killed, also died in a hospital to-day. DUBLIN, Jan. 30.—A dauryman named Doody was shot dead Saturday night in Rathmines, a suburb of Dublin, when he alighted from his pony cart at the behest of two men who stepped suddenly from a side path in the residential quarter. The authorities in Dublin Castle describe the shooting as a complete mystery. 2 VEADS IN PRISON FOR Allies." It continues: "The decisions are drastic enough to teach Germany that the Allies do not mean to be trifled with any longer. They are not inconsistent with her economic restoration, and they are not—despite the German outery—unreasonable in other respects." If Germany refuses the Times adde outery—unreasonable in other respects. If Germany refuses, the Times adds, the Allies may be compelled to apply to the letter the terms of the treaty. The Daily Express doubts whether Germany will be able to foot the bill, but says: "If payment can be exacted it will be in a form that will do her creditors moore harm then good." 3 YEARS IN PRISON FOR MACSWINEY'S CHAPLAIN reditors more harm than good. The Daily Telegraph says that Germany is quite able to meet the bill if she chooses to do so, but it asserts that she probably will not pay except under stringent compulsion. It calculates the British share of the total of the repara-

GREECE WILL RELY

Black and Tans Spare Room of Premier Says Country Will Re-

USED BY A SINN FEIN CLUB EXPECT U. S. RECOGNITION

Involves Mystery.

Tipperary and Limerick

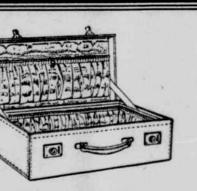
CORK, Jan. 30.—Major-Gen.
Sir Edward Strickland, in
command of the troops, in a
proclamation to-day, forbids
hunting, point-to-point races and
coursing meetings in certain
areas of the counties of Cork,
Tipperary and Limerick.
The commander gives as his
reason that it is possible these
local hunt meetings will lead to
breaches of the peace and be
prejudical to the restoration of
order.

Part of Sentence of Father Dominic Is Remitted.

stringent compulsion. It calculates the British share of the total of the reparations as still less than one-third of the British war debt.

The Morning Post asks what sanction is behind the agreement providing for annual payments from "a sulky debtor" for the next forty-two years.

The Daily News thinks the immediate demands on Germany are not crushing. demands on Germany are not crushing. are remitted



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> Saks & Company BROADWAY

ON UNITED STATES

sist Any Attempt to Revise Allied-Turkish Treaty.

More Deaths Reported From Occupation of Smyrna by the Turks Unthinkable. Rhallis Declares.

> By the Associated Press.
>
> ATHENS, Jan. 29 (delayed).—Greece will resist any attempt to revise the al-Hed-Turkish treaty at the conference to begin in London on February 21, Premier Rhallis indicated to-day. He asserted Greece was occupying Smyrna by expressed conviction that the United States would say the final word as to

The Premier declared he had received the information that recognition by the United States Government of Constan-

required.

In Turkish circles joy was expressed, the Turks regarding the conference as a sign of their growing importance. It is said the Nationalists will send a mission to London if the Allies pay the expenses.

By the Associated Press.

WASHINGTON, Jan. 30.—Recognition

by the United States of the new Greek. Government under King Constantine department by the Inited States was impending. Official relteration was made that the United States Government had no intention of opposing the Constantine Government in any way. and that no indemnity payments be by the United States of the new Green

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